

To: Kim, Aaron J., Lantigua, Hamilton, Thompson, Lydell, Marsh, Christopher J., Groll, A P., Lustig, Charlotte E.,
Roseto, Joan M., Fabris, Christopher O., Dominguez, Juan J., Gralla, Randi L., LESLERK, Milillo, Michael
From: Dibenedetto, Charles A.
Posted: 5/4/98 11:14
Opened: 5/4/98 15:46
Subject: JOBBER CHANGE

Attached is the list of who will be calling on which jobbers.

I have changed all jobbers in 1224 today.

As per my email sent to Debbie, once she makes changes you will see them in your laptop (changes from 1244 to 1224).

Important>>> All freq. will be C24 and should not be changed unless discussed with me (all retail rep support will be removed).

Your responsibility is to support Artie in the jobbers he handles.... Ensure product availability on all RJR brands (order if needed)

Communicate between Art and the account
Rotate product, (flush out old package Doral)
Build business

Your responsibility in accounts Artie does not contact.....

Ensure product availability
Sell programs
Rotate
Build Business

Artie will be setting a work-with schedule with each of you to contact the accounts, and offer options of programs to sell accounts.

Charlie

(The info on the attached is before changes in SIS such as current terr and freq, you should refer to "assign to" as what was sent to the ROU).

CC: 1200 - New York Region (SCULLYA)

51847 8079

1224 WHOLESALERS

<u>CURR.</u>	<u>LAST</u>							<u>SUPPLIERS</u>		<u>AIM</u>		<u>ASSIGN</u>	
<u>TERR</u>	<u>CLASS</u>	<u>CALL **</u>	<u>ACCT</u>	<u>ACCOUNT NAME</u>	<u>ADDRESS</u>	<u>PHONE</u>	<u>PRIMARY</u>	<u>SECONDARY</u>	<u>VAP</u>	<u>RJR</u>	<u>IND</u>	<u>S.O.M.</u>	<u>TO:</u>
<u>1224</u>													
122409	A00	0	620568	CIGARETTES PLUS	3855 9TH AVE	212 569 9710	S/A CIG		S/A CIG	0	0		HAMILTON
122409	C12	4/6/98	538278	DELITE CANDY & CIGS	2185 AMSTERDAM	212 923 6464	AMST		BONANZA	16	199	8.04%	HAMILTON
122409	C12	4/6/98	700618	UPTOWN WHOLESALE	500 W 188TH ST	212 740 4949	BONANZA		BONANZA	121	1867	6.48%	JUAN
122409	C12	4/6/98	766751	WEST SIDE TOBACCO	663 W 158TH ST	212 740 1315	B HALL		B HALL	304	3390	8.97%	HAMILTON
122409	C12	4/6/98	020629	H & W TOBACCO	3570 BROADWAY	212 694 1180	AMST		AMST	97	1378	7.04%	JUAN
122410	C12	3/18/98	722144	EMMA SUNDRY INC	2136 2ND AVE	212 410 2570	BONANZA		BONANZA	222	2148	10.34%	JUAN
122410	C12	3/18/98	761605	GONZALO WHOLESALE	184 E 109TH ST	212 534 3772	BONANZA		BONANZA	10	118	8.47%	LYDELL
122410	C12	3/18/98	687039	NEW WORLD PAPER	73 E 115TH ST	212 876 2936	AMST	GLOBE		336	3369	9.97%	JUAN
<u>1244</u>													
122930	C04	12/31/97	529392	AJS WHOLESALERS	260 W 36TH ST	212 629 3400	BONANZA		BONANZA	1820	14234	12.79%	AARON
0	0	0	813650	SMILE 1 WHOLESALE	247 W 30TH ST	212 563 1803	BONANZA		BONANZA	0	0		CHARLOTTE
122930	C04	12/31/97	479849	SMILE WHOLESALERS	247 W 30TH ST	212 279 0175	BONANZA		BONANZA	952	8454	11.26%	CHARLOTTE
122930	C04	7/10/97	650803	PLANTAINS	155 ATTORNEY ST	212 777 1044	TIGER	LEVINSON	TIGER	208	1574	13.21%	AARON
122930	C04	7/10/97	369453	WAHKEE	90 ELDRIDGE ST	212 966 7360	LEVINSON	MANDEL	LEVINSON	303	3725	8.13%	JOAN
122930	C04	12/31/97	037137	WELLSPRING CORP.	36 LUDLOW ST	212 529 5454	LEVINSON	MANDEL	LEVINSON	817	6035	13.54%	JOAN
122930	C04	12/22/97	931378	SCHOR & ROSNER	156 LUDLOW ST	212 674 1355	B HALL	MANDEL	B HALL	430	4828	8.91%	KEVIN
122228	C12	3/26/98	291171	M FUTTERMAN	1759 MADISON	212 369 8390	GUTLOVE	AMST	GUTLOVE	555	5429	10.22%	LYDELL
122930	C04	12/31/97	049957	PAKAM CIGARETTE	323 W 39TH ST	212 714 0048	JAY	TIGER	JAY	941	7217	13.04%	MICHAEL
122930	C04	12/22/97	647979	PAKAM TOBACCO	77 WARREN ST	212 374 0164	JAY		JAY	870	7162	12.15%	MICHAEL
			015240	AMSTERDAM TOB	1614 AMSTERDAM	212-862-5860							LYDELL
			396840	MANDEL TOBACCO	441 E.12TH ST	212-228-2777							CHRIS FABRIS

****NOTE: CURR. TERR. AND LAST CALL - S/R INFO FOR 1224 ACCTS AND R/R INFO FOR 1244 ACCTS**